



**Trust Company Bank**

Thomas J. Bowers, Jr.  
Senior Vice President

January 14, 1988

Mr. Peter Henthorn  
Profit Motivators International  
40 Linden  
Boulder, Colo. 80302

Dear Peter:

Please excuse my delay in writing to express my thanks and appreciation for the outstanding work you and your staff did several months ago. You will recall this was a complete study of our Courier/Delivery system and Mail Operations.

We were very pleased with the work, and while we got a warm feeling when you indicated that there was not a lot you could recommend to improve the operation, I was extremely impressed with your honesty. I recall that in the beginning you promised that if you could not identify significant savings you would tell us on the front end.

Based on this experience I would not hesitate in engaging your services if the need should arise in the future and I would be more than happy to recommend you to others who might be interested in your services.

Here's wishing you a happy and prosperous 1988.

Sincerely,

T. J. Bowers, Jr.

TJB:nmc